

Message Text

UNCLASSIFIED

PAGE 01 BONN 07708 251803Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----050878 251804Z /64

P R 251644Z APR 78
FM AMEMBASSY BONN
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8015
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG

UNCLAS BONN 07708

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - BIRD-JOHNSON CO., FLUID POWER
DIVISION WALPOLE, MA.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE
ONLY THE FOLLOWING PROSPECT(S):

FA. WILLY ZAHN
MASCHINEN -UN APPERATEBAU
BRUCHSTR. 87
D-5690 OLPE, BIGGESEE
COMMENT: CO. EXPRESSED ITS INTEREST IN THE PRODUCT
OFFERED. THE GERMAN FIRM IS A WELL-KNOWN MANUFACTURER
OF HYDRAULIC ACTUATORS ON THE GERMAN MARKET.

WEBENDOERFER KG FUER HYDRAULIK
HOLSTENHOF-WEG 41
D-2000 HAMBURG 70
CONTACT: HERBERT WEBENDOERFER
PHONE: 040-6531081

AMCONSUL FRANKFURT REPORTS: DUE TO ENTIRELY DIFFERENT
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DISTRIBUTION AND MARKETING PRACTICES USED IN WEST
GERMANY AS COMPARED WITH THOSE IN THE U.S. FOR THE
PRODUCTS OFFERED, A SUCCESSFUL ENTRY INTO THE GERMAN
MARKET WOULD BE FEASIBLE ONLY THROUGH A LINK-UP WITH
SUITABLE GERMAN MANUFACTURERS USING HYDRAULIC ROTARY
ACTUATORS IN THEIR EQUIPMENT. IT IS THE MANUFACTURERS
AND NOT THE DISTRIBUTORS WHO ARE CAPABLE OF EFFICIENTLY

DESIGNING AND SERVICING HYDRAULIC SYSTEMS. SHOULD THE U.S. COMPANY WISH TO USE THIS APPROACH AND WANT TO OBTAIN ON A NATION-WIDE BASIS THE NAMES OF INTERESTED GERMAN MANUFACTURERS, IT IS SUGGESTED THAT IT SHOULD GET IN TOUCH DIRECTLY RIGHT AWAY, PREFERABLY BY TELEX, WITH THE CONSULTING SERVICE OF THE GERMAN MACHINERY MANUFACTURERS ASSOCIATION, VEREIN DEUTSCHER MASCHINEN-BAU-ANSTALTEN, POSTFACH 710109, D-6000 FRANKFURT/MAIN, ATTN: MR. PETER LEMKE (OFFICIAL IN CHARGE OF CONSULTING SERVICE), TELEX NUMBER 411 321 OR 413 152 VDMA. THERE WILL BE NO CHARGE FOR THIS SERVICE. THE U.S. COMPANY SHOULD STATE WHETHER IT WISHES ITS NAME AND ADDRESS TO BE PUBLISHED OR WITHHELD.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BONN07708
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Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780176-1027
Format: TEL
From: BONN
Handling Restrictions:
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ISecure: 1
Legacy Key: link1978/newtext/t19780422/aaaaarob.tel
Line Count: 78
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: fc1649a8-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Classification: n/a
Previous Handling Restrictions: ONLY
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
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SAS ID: 2863865
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - BIRD-JOHNSON CO., FLUID POWER DIVISION WALPOLE, MA. DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/fc1649a8-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
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EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014